AUDECIBEL

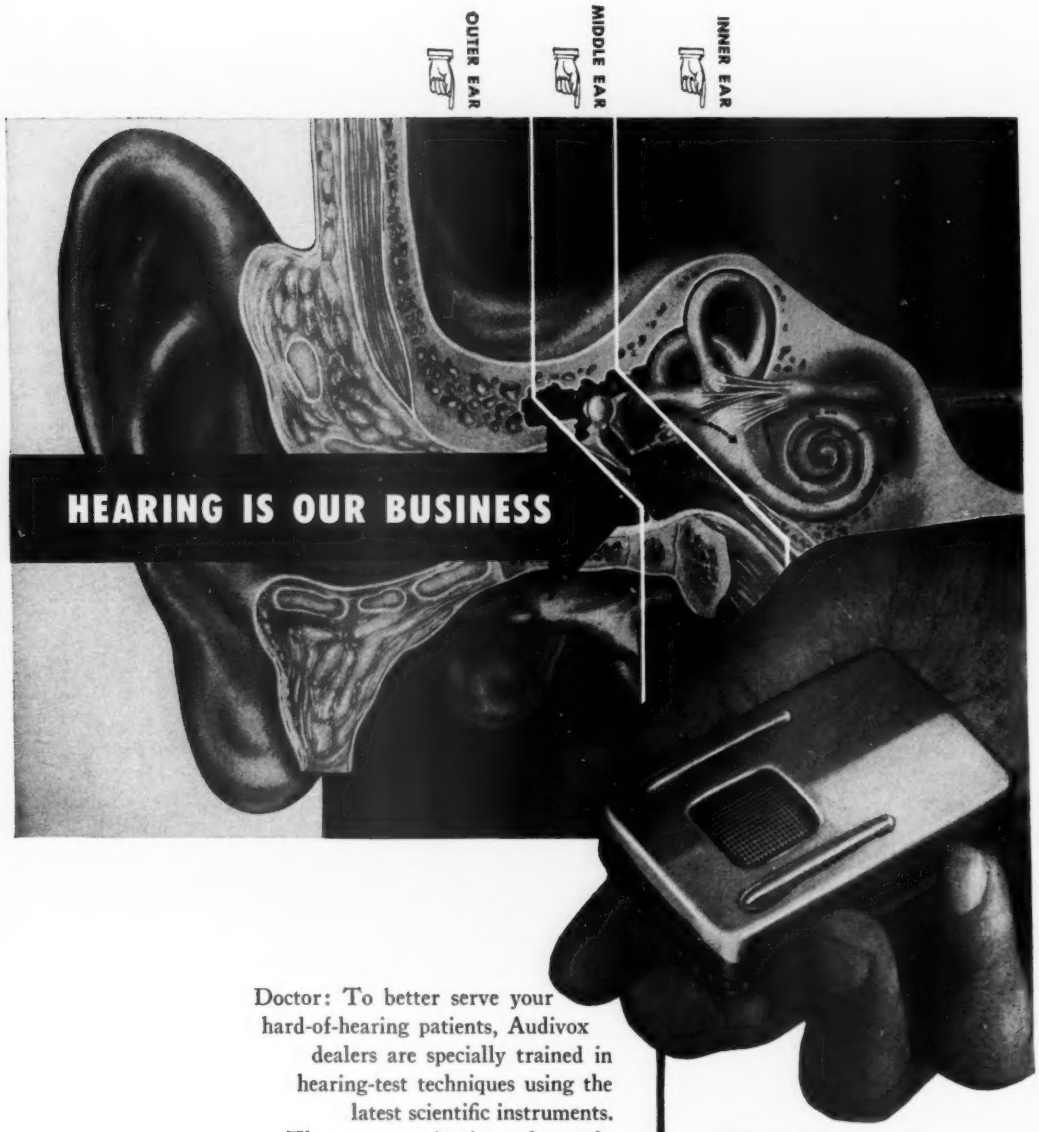
March / April 1954
Vol. III No. 2

This issue contains the Official Directory of

INDIVIDUALS AND FIRMS . . . CERTIFIED TO FIT, SERVICE AND SELL HEARING AIDS

JOURNAL OF THE SOCIETY OF HEARING AID AUDIOLOGISTS

SOCIETY OF HEARING AID AUDIOLOGISTS
Seal of Excellence



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The Purpose. ***Audecibel*** is strictly an educational and professional journal, the purpose of which is to bring to the otologist, the hearing aid audiologist and others interested in the field of hearing and audiology, authoritative articles, papers and data concerned with research, techniques, education and new developments in the field of treating and assisting the hard of hearing.

The Goal. The ***Society of Hearing Aid Audiologists*** is dedicated to the goal of reaching and maintaining the highest possible ethical standards in the field of hearing aid audiology. • ***Audecibel*** is dedicated to the goal of rapport among all those concerned with the hard of hearing so that mutual and overlapping problems may be recognized, and outstanding ideas, skills and experiences be shared for the greater benefit of all. You are urged to write in for details of how YOU may participate in and benefit by this worthwhile endeavor.

AUDECIBEL

Official Publication of the Society of Hearing Aid Audiologists

6 NORTH MICHIGAN AVENUE, CHICAGO 2 • TELEPHONE: STATE 2-6859

Thornton Zanolli, *Editor* — Edgar Miller, *Art Editor*

Grover C. Coil, *Managing Editor*

C. Katzmann, *Circulation* — Dorothea Seals, *Production*

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Annual Meeting of S.H.A.A.
Note date and place change

June 24, 25 and 26
Edgewater Beach Hotel
Chicago, Illinois

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Hearing Conservation in Children

by Richard J. Bellucci, M.D.
Surgeon in Charge, Hearing and Speech Clinic
Manhattan Eye and Ear Hospital, New York, N.Y.

Why Wear A Hearing Aid?

by Aram Glorig, M.D.
Director, Audiology & Speech Clinic
Walter Reed Army Hospital, Washington, D. C.

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Grover C. Coil

Shall We Sit Idly By?

. . . a Message from *Grover C. Coil*

In our industry at the retail level, there are thousands of small businesses compared to the relatively few large ones. Strangely enough, it is the small rather than the large business that has the greater need for this Society, if there is any distinction of such need between them.

At no time in the past has the position of the small hearing aid dealer been more precarious than it is today. There are forces that in protecting their own achievements could destroy him. These forces are substantial enough to continue the program of destruction unless something happens to retard them.

Dividing up into little groups or sitting back waiting for others to do something for them are weaknesses of hearing aid dealers. In order to accomplish their overall objectives, it will be necessary for them to consolidate their energies and work together for themselves because this is the only way in which they will be able to solve their problems.

Never has the hearing aid industry been able to get together as many as 900 registered industry personnel in attendance at any kind of a business meeting or convention.

It might interest you to consider that at an annual meeting of the American Speech and Hearing Association held in Detroit, the attendance exceeded 900. These were directors of clinics, clinic technicians, instructors and graduate students. They came at their own expense from the four corners of the country. Interest ran high and their business sessions were crowded.

This is one of the differences between educational and commercial groups, this intense interest in their profession or occupation. It is about time that hearing aid audiologists and dealers begin to get an educational outlook in this regard.

Now, the excuse by hearing aid dealers and others that the expense of attending the meetings is what keeps them away is not a satisfactory explanation of the poor attendance at I.H.A.A. and S.H.A.A. annual meetings. Certainly the average hearing aid salesman earns at least as much as the average graduate student in the speech and hearing association, and the smallest hearing aid dealer's income is at least comparable with some of the technicians and assistants on the teaching staff of the various schools.

Lack of interest and unwillingness to make any personal sacrifices in order to better their industry and their own conditions is the real reason for the lack of attendance. The sooner these people begin to realize that no organization is going to do anything for them as long as they are unwilling to attend its meetings and/or take part in its activities, the sooner the problem will be solved.

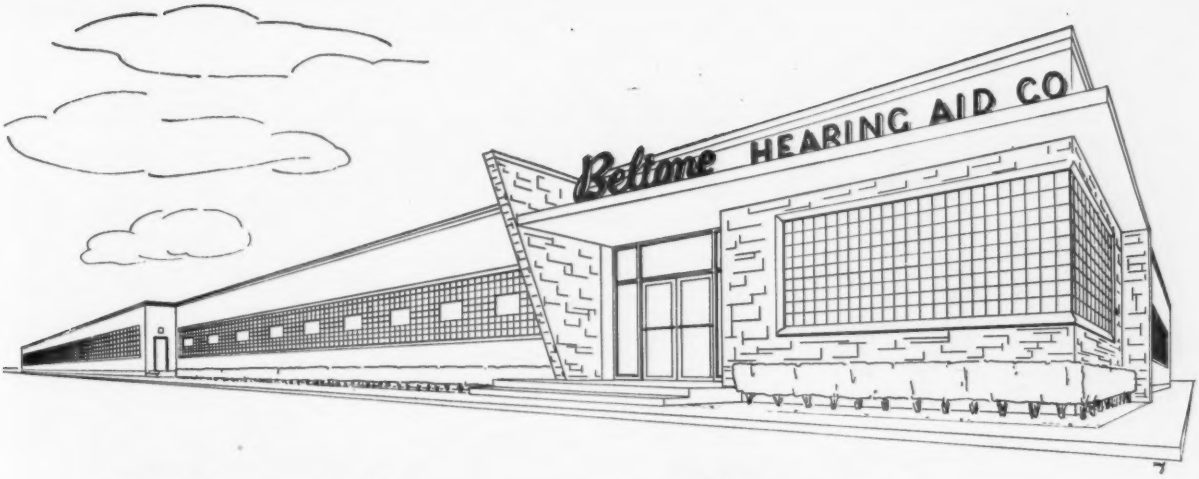
The program of our Society is one that will take years to accomplish. Any member who expected to pay his fee for a year or two and see some drastic and gigantic changes take place in the industry certainly expected a miracle which your officers do not know how to accomplish. More actual headway and greater gains have been made in two years of the Society's life than have taken place in the preceding quarter century. If our Society continues strong and becomes the dominant force in the industry that we expect it to become, there will be substantial accomplishments within the next five to ten years. The value of this, to the hard of hearing public, dealers small and large alike, will be substantial.

The advent of the transistor in the hearing aid industry will change marketing conditions drastically. In the not too distant future, some hearing aid offices may no longer exist upon the profit from the sale of batteries and supplies. Most dealer offices will be maintained by instrument sales and instrument sales alone. Sales must, of necessity, increase more than tenfold before the battery business can equal in volume that of today. With this declining income, certain types of poorly staffed offices may find it very difficult to survive, and the instinct for survival may drive many of these to drastic, vigorous or even unethical sales methods.

Only an organized society can effectively cope with this situation, when and if it arrives. We will better serve our own interest by inducing every eligible person whom we know to make application for membership in the Society of Hearing Aid Audiologists, and to attend its business session where plans will be made to incorporate all factions of the industry retailers into one dominant, aggressive and enthusiatic ethical group at this **1954 annual meeting, June 24, 25 and 26 at the Edgewater Beach Hotel in Chicago.** This should take priority over all other business for this period.

AUDIOLOGIST WANTED

as addition to staff in the office of a busy otological group in New York City, F.A.C.S., F.I.C.S., and Diplomate of the American Board of Otolaryngology. Apply in writing, giving complete background, qualifications and minimum acceptable compensation, to Box 53, AUDECIBEL, 6 N. Michigan Avenue, Chicago 2, Illinois. Communications held confidential.



The House That Service Built...

AN INSTITUTION DEDICATED TO AN IDEAL

A VISITOR to the ultra modern plant pictured above will not take long to discover that here is far more than just a factory. He learns it first in the spacious engineering laboratory—not only from its imposing array of intricate scientific equipment, but from the spirit displayed by every member of the group employed here.

To them, designing the world's most efficient hearing aid is an ideal, but only as a means to an end. That end is to restore to the hard of hearing more of the blessings their handicap denies them; to come closer to normal hearing than ever before.

That spirit is apparent, too, where deft hands precisely create the newest and most efficient of all Beltones, the super sensitive triple-transistor Concerto. That sensitivity is safe-guarded by many inspections and tests to prevent the slightest divergence from highest standards of performance.

This ideal of Service is perhaps most dramatically expressed in the slogan of the far-flung Beltone distributor-consultant organization—"We sell *hearing* —not hearing aids!" Here, truly, is the "house that Service built."

Beltone

TRIPLE-TRANSISTOR HEARING AIDS

Individually Fitted—Personally Serviced

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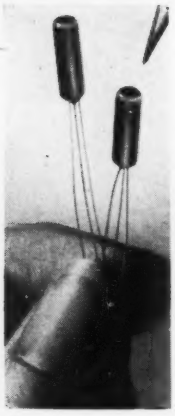

Newsletter

SHOUP

This feature of AUDECIBEL is designed to keep you informed on current significant developments in the hearing aid industry and on significant happenings to individuals. Address contributions to *The Editor,* Suite 1209, 6 North Michigan Avenue, Chicago 2, Illinois.

This Changing World

Anne Shoup, associated with **Telex** Hearing Aid Co. in Chicago, has been elected president of the Greater Chicago Hearing Aid Retailers Association. Miss Shoup, who was elected secretary of the Association in 1948, is the first woman ever to serve as president of that group.

Clifford Johnson and **Ralph C. Matthews** have been named regional sales directors for the **Beltone** Hearing Aid Company,

MATTHEWS

JOHNSON

Chicago, **David H. Barnow,** executive vice president of that company, recently announced.

Johnson is a former Beltone representative in Seattle and will head the Beltone Central Division sales territory. He is a Certified Hearing Aid Audiologist, a former director and president of I.H.A.A., and member of the board of governors of the National Hearing Foundation.

Matthews, a veteran of 10 years in the industry, will supervise Beltone Northeast sales.

Denison B. Hull, founder of **Otarion,** Inc., has announced his permanent retirement from the hearing aid business simultaneously with a change-of-ownership letter introducing **Leland E. Rosemond** as that company's new president.

The remarkable little electronic device pictured at the top of this page, has saved the nation's hard-of-hearing more than $5 million in hearing aid operation costs during the past year.

Raytheon Manufacturing Company, which makes the transistor shown, states that the great majority of transistors made by them has been used by the hearing aid industry. Norman B. Krim, Raytheon vice-president, believes that in less than five years, most of the 1,250,000 people now wearing hearing aids will convert to transistor types.

N. B. Nichols, manager of Raytheon's research division, says that silicon transistors have been tested at temperatures up to 350 degrees Fahrenheit, and that the present transistor, whether of germanium or silicon, is basically rugged, reliable and long-lasting.

FTC News

Dahlberg Company has advised its dealers of the Commission's cease and desist order issued in connection with advertising of the Dahlberg Canal Earphone and listing specifically statements that must not appear in printed advertising or be used in connection with the sale of such earphones.

Announces New Directory

Adam J. Sortini, Director, Hearing Clinic, the Children's Medical Center, Boston *(see "Determining Deafness in Babies," Life Magazine, 3-29-54),* has announced the publication of a directory listing educational facilities for pre-school and school-age deaf and hard of hearing children in New England.

L. A. Watson, president of the Maico Company, Inc., who recently announced their revolutionary new hearing aid, is not only a pioneer in the manufacture of wearable hearing aids, but one of the industry's most colorful figures as well. The son of a prominent ear physician, he was named to a Rhodes scholarship on graduation from the University of Minnesota and completed his formal education at Oxford University in England.

His early interest in the field of the hard of hearing was in developing a means of determining accurately the degree and nature of hearing loss. This led to his founding the Medical Acoustic Instrument Co. (MAICO) in 1937, and to his introduction of the precision-built pure tone audiometer in 1938, the first to receive AMA approval. In 1939, MAICO entered the hearing aid field with one of the first wearable vacuum tube hearing aids. In February 1953, MAICO introduced what it claims to be the first all-transistor hearing aid. MAICO research laboratories have taken a lead in the development of many other products which are important in the field, most spectacular of which is the Chromalizer.

The company also makes auditory training equipment which is widely used in educational and rehabilitation activities with both children and adults.

The newest MAICO product, just introduced by Mr. Watson, is a tiny all-transistor hearing aid designed especially to be worn on the head and weighing only one ounce.

The Touch of the Master

You may have heard many things pro and con about the practicability of transistors in hearing aids. Whatever you have heard, the truth is that there is no particular difficulty today in utilizing transistors in hearing aids. But it is the *manner* in which they are used that is most important to successful results.

It is like the painting of a fine picture. The same paints and colors are available to all painters. It's the result, not the paint that is important. Only the touch of the master can make these materials glow with life, fully interpret the idea and thus, win the approval of those who view the painting . . . a masterpiece.

Transistors in Radioears work right . . . and, they have always worked right. They have proved to be the greatest blessing to the hard of hearing since the introduction of ultra small vacuum tubes. Since the first All-Transistor, All-Magnetic Radioear was first put in use over a year ago, these hearing aids have consistently won the gratitude of thousands upon thousands as the best answer to personal hearing problems they have ever found.

These results are due to the particular hearing aid designing and engineering skill and the painstaking, experienced workmanship that go into every Radioear All-Transistor, All-Magnetic hearing aid. It is Radioear's hearing aid masterpiece of nearly thirty years' experience.

It is truly *the* All-Transistor hearing aid that you can recommend with full confidence.

RADIOEAR CORPORATION
Pittsburgh 16, Pennsylvania

Trustworthy Hearing Aids
Since 1924

Thornton Zanolli, President
Society of Hearing Aid Audiologists

Presenting . . .

The 2nd Annual Official Registry

The publication in this issue of AUDECIBEL of our second annual registry of the certified members of the Society, both individuals and firms, should, like the beginning of a new calendar year, move us to take stock of ourselves as a Society and raise our sights on objectives for the coming year.

Significant Growth

Our growth since the publication of our first registry a year ago is amply delineated by the increase in listings in the present registry. But the real significance of this growth can only be appreciated in the light of two important facts: all the individuals whose names appear for the first time in this issue have satisfactorily completed an examination and have complied with the other qualifications for certification; very few of the names that appeared in the first registry are missing, for whatever the reason, from this one. The growth, then, is real, not just apparent, and it is all "good wood."

Our two courses of lectures and discussions during the year, many of which have already appeared in AUDECIBEL, were very stimulating. Many of us were provoked by them to further reading and discussion in previously little known or, to us, undiscovered related fields. We plunged into these lectures wholeheartedly and we came up somewhat shocked by the experience. But what better way is there to learn than to be thrown into the midst of a subject and to be forced to sink or swim? Only those lacking intellectual curiosity and drive cannot benefit from such a method, and certainly their number is small among our membership. Most of us rose to the challenge these lectures presented and acknowledge our indebtedness to the lecturers for the stimuli they gave us.

Plans are now under way for our next meeting. The papers to be read there and the discussions undertaken will be no less challenging, and no less interesting.

The topics for our consideration at this next meeting will be an outgrowth, by popular demand, of the last ones. Who, then, can doubt that we have aroused the interest and stimulated the thinking of our members?

At this same meeting, a series of classes in various matters vital to our own work will be held. This is also an outgrowth of our previous meetings in which various aspects of fitting and selling hearing aids were subjected to spirited and penetrating evaluation during discussions led by several of our members.

Our present plans also call for revision of our examination for certification. Many have contributed ideas to this end. They will be considered in drawing up new questions for this examination.

New Membership Category

All these endeavors point to the development before too long of two classes of membership in the Society beside the present members, all of whom are certified. We must provide a class of provisional membership for those who wish to join with us in support of our program, but are not yet qualified for certification, and who desire to become qualified. We must provide for them a course of instruction that will prepare them for certification. At the same time we should make room for associate members who are either hearing aid dealers or consultants who wish to support our program and share our educational program. These steps will be proposed at our next meeting.

Some suggestions have been made for a classification of advanced certification to be opened to those members who qualify upon completion of prescribed courses and examination. Plans for this step are under consideration for realization.

Acknowledgments

We must acknowledge the assistance we have received and continue to receive from so many sincere and interested people not only in the Society but outside as well. The members of our Board of Governors, our Board of Examiners, our Budget Committee, the staff of AUDECIBEL and others have contributed so much to our accomplishments to date. The help and support of various members of the medical and teaching professions have been of inestimable value. We cannot fail to realize, however, that the support of these men and of others in their fields will continue and increase only as we and our program remain worthy of support.

And speaking of support, let us not lose sight of the fact that we must continue to work for the certification of everyone who can qualify. Our Society cannot be strong where it is not represented at all or where there are those who obviously have the qualifications for certification but have not made application to the Society. Our members know who these people are and should explain to them why they should belong to the Society.

Individuals and Firms . . . CERTIFIED by the National Board to Fit, Service and Sell Hearing Aids Members of S. H. A. A. . . . Qualified as Competent, Reliable and Responsible

A

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ABRAMS, MORRIS, 543 "E" St., San Bernardino, Calif.
ABSALOM, GEORGE M., JR., 1211 Security Bldg., Miami, Fla.
ADAMS, LEONARD, 161-10 Jamaica Ave., Jamaica, New York
ADAMS, L. E., 92 S. 9th St., Minneapolis, Minn.
AHEARN, F. DAVIS, 1405 "K" St. N.W., Washington, D.C.
ALGER, W. ROSS, 13 Yorkville Ave., Toronto, Ontario
ALLAN, MINNIE E., 224 6th St., Albuquerque, N. Mex.
AMBLER, LEONARD O., 435 York St., Vallejo, Calif.
ANDERSON, FRANK E., 142 High Street, Portland, Me.
ANDERSON, MAE R., 500 Fifth Avenue, New York, New York
ASHLOCK, CHARLES W., 1511 Franklin St., Oakland, Calif.
ATTIX, EDWARD H., 402 Bank of America Bldg., San Jose, Calif.

B

BAIRD, WILLARD W., 1228 Grant Ave., Cuyahoga Falls, Ohio
BALDWIN, CARL J., 1403 Independence Bldg., Charlotte, N.C.
BANNON, ROBERT A., P.O. Box 138, Glens Falls, N.Y.
BANTA, FRED W., 9 Ransom St., Grand Rapids, Mich.
BARNES, FAYE M., 212 Park Bldg., Council Bluffs, Iowa
BARTLEY, ROBERT A., 3010 Jenkins Arcade, Pittsburgh, Pa.
BAXTER, ROBERT C., 215 W. 1st, Duluth, Minn.
BECKMAN, CLARENCE W., 317 Stevens, Ortonville, Minn.
BEGLEY, JOHN H., 209 E. Laurel St., Arcadia, Calif.
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BENNETT, HENRY G., 481 Main Street, New Rochelle, N.Y.
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BERMAN, WILLIAM, 48 E. 43rd St., New York, New York
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BLAKE, WM. A., 507 3rd St., Santa Rosa, Calif.
BLAUVELT, BARKER S., Box 644, Honesdale, Pa.
BLAUVELT, ELEANOR, 184 Broadway, Newburgh, N.Y.
BLAUVELT, LIVINGSTON, 184 Broadway, Newburgh, N.Y.
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BURKE, MILDRED A., 311 Seaboard Bldg., Seattle, Wash.
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BUSH, THOMAS G., 936 Edison Bldg., Toledo, Ohio
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BYERS, ALICE J., 1109 Empire Bldg., Pittsburgh, Pa.

C

CALANDRA, VICTOR M., 1515 N. Larrabee, Chicago, Ill.
CARDEN, WINWRIGHT D., 801 22nd Ave., Meridian, Miss.
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CARVER, KATHRYN M., 116 New York Bldg., St. Paul, Minn.
CASTLE, LARRY D., 349 S.W. Capitol, Battle Creek, Mich.
CHADWICK, DARREL B., 209 Grein Bldg., Evansville, Ind.
CHEW, DONALD C., 532 Bankers Trust Bldg., Indianapolis, Ind.
CHEW, MABEL G., 532 Bankers Trust Bldg., Indianapolis, Ind.
CHRISTMAN, FRANK P., 74 North St., Pittsfield, Mass.
CLARK, CLARENCE M., 801 Clark Bldg., Pittsburgh, Pa.
CLARK, G. RALPH, 1824 W. Territorial Rd., Battle Creek, Michigan
CLARK, RICHARD L. JR., 655 Rose Bldg., Cleveland, Ohio
CLUSE, OTHAL L., 20 W. Federal St., Youngstown, Ohio
CLUSE, RITA V., 20 W. Federal St., Youngstown, Ohio
COBB, KENNETH H., 619 Perkins Bldg., Tacoma, Wash.
COIL, GROVER C., 6 N. Michigan Ave., Chicago, Ill.
CONAUGHTY, W. HUGH, Gibbs Bldg., San Antonio, Texas
CONN, VERL E., 516 "E" St., San Diego, Calif.

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CORY, GLEN G., 7064 Plankinton Bldg., Milwaukee, Wis.
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COUTS, ELSIE K., 4021 E. Florence Ave., Bell, Calif.
COWEN, JULIUS C., 1327 Sterick Bldg., Memphis, Tenn.
COYLE, HAZEL D., 4744 N. Western Avenue, Chicago, Ill.
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CREEL, WARREN W., 90 State St., Albany, N.Y.
CURRY, ELMER G., 1105 25th St., S.E., Cedar Rapids, Iowa

D

DAGUE, HENRY C., 522 David Whitney Bldg., Detroit, Mich.
DAVIS, FREDERICK H., 671 Broad St., Newark, N.J.
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DE HAVEN, ALICE, 423 W. 5th St., Des Moines, Iowa
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DIERKE, FLORENCE E., 475 Medical Arts Bldg., St. Paul, Minn.
DIERKE, HAROLD J., 475 Medical Arts Bldg., St. Paul, Minn.
DILLS, BOYD H., 702 Spitzer Bldg., Toledo, Ohio
DISBROW, PAUL C., 1100 W. Shiawassee St., Lansing, Mich.
DOBROFSKY, BEN, 420 Nebraska St., Sioux City, Iowa
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DREW, HAROLD T.. 305 Steiner Bldg., Lima, Ohio
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DUBIN, LILLIAN, 83 Fairfield Ave., Bridgeport, Conn.
DUNAWAY, MRS. P. H., 515 Metropolitan Bldg., Muskogee, Okla.
DUNAWAY, PERRY H., 515 Metropolitan Bldg., Muskogee, Okla.
DUNLOP, WILLIAM S., 263½ Portage Ave., Winnipeg, Canada
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DUNN, HELEN M., 500 43rd St., Union City, N.J.
DUNPHE, DUDLEY C., 670 Congress St., Portland, Maine
DURBIN, CHRIS C., 204 N. Ervay St., Dallas, Texas

E

EATON, KENNETH B., 498 Commercial Bldg., Dayton, Ohio
EATON, VIRGINIA R., 498 Commercial Bldg., Dayton, Ohio
EDLUND, IVER H., 628 Pleasant St., New Bedford, Mass.
EDLUND, RUTH M., 628 Pleasant St., New Bedford, Mass.
ELBAUM, MAX, 322 G. D. Baldwin Bldg., Erie, Pa.
ELLERMAN, JOHN M., 304 Broadway, Yankton, S. Dak.
ELLIS, CHARLES H., 500 Fifth Ave., New York, N.Y.
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F

FAHS, RAYMOND Z., 40 Journal Square, Jersey City, N.J.
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FISHER, GAIL D., 10 E. Town St., Columbus, Ohio
FLAGG, JOSEPHINE, 206 S. Main St., Rockford, Ill.
FLARSHEIM, ROBERT M., 649 S. Olive St., Los Angeles, Calif.
FLEMING, LAWRENCE E., 423 E. Hillcrest St., Inglewood, Calif.
FLOYD, PAUL H. JR., 322 Kirby St., Lake Charles, La.
FORTIER, JOSEPH P., 8 Palomar Arcade, Santa Cruz, Calif.
FOSTER, MARIA M., 90 State St., Albany, N.Y.
FOSTER, MARIE M., 154 E. 4th St., Cincinnati, Ohio
FOSTER, STANLEY K., 154 E. 4th St., Cincinnati, Ohio
FRATI, AMELIA S., 33 Park Ave., Rutherford, N.J.
FREEMAN, DONALD A., 632 Federal St., Camden, N.J.
FREEMAN, JENNIE H., 1212 Temple Bldg., Rochester, N.Y.
FULLER, ORRIN W., 16 N. 2nd St., Yakima, Wash.

G

GALE, NATHANIEL, 206 S. Main St., Rockford, Ill.
GARVER, STANLEY K., 2929 42nd St., Rock Island, Ill.
GENTLING, ARMAND J., 109A 1st St., S.W., Rochester, Minn.
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GIBBONS, WYATT E., 709 Heartwell Bldg., Long Beach, Calif.
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GLANZ, GEORGINA M., 2624 Saturn, Huntington Park, Calif.
GOOD, WILLIAM C., 406 S. Main St., Franklin, Ohio
GORDON, ORPHA D., 107 N. 10th St., Boise, Idaho
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GURLEY, E. DANFORTH, 30½ Warren St., Concord, N.H.

H

HABERKORN, B. R., 543 "E" St., San Bernardino, Calif.
HAGEN, ERLING M., 1236 Raymond Blvd., Newark, N.J.
HAGEN, THERESA C., 410½ S. Front St., Mankato, Minn.
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I

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IRWIN, PAUL ROSS, 712 Majestic Bldg., San Antonio, Texas

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LARSON, ERLING, 804 Davenport Bank Bldg., Davenport, Iowa
LEEP, KAY A., 601 Woodlark Bldg., Portland, Ore.
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LONG, ROGER H., 38 E. 112th St., Chicago, Ill.
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LOWE, CHARLES, 8 S. Michigan Ave., Chicago, Ill.
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LUSK, EBER S., 507 Texas Theatre Bldg., San Antonio, Texas
LYONS, JIMMIE, 309 1st Natl. Bank Bldg., San Jose, Calif.

M

MACKEN, JOHN T., 4757 Ravenswood Ave., Chicago, Ill.
MacNEIL, PAULINE C., 721 Main St., Hartford, Conn.
MAGURES, GRADY P., 1130 9th St., Sacramento, Calif.
MALEC, WALTER J., 733 Book Bldg., Detroit, Mich.
MANNY, JOSEPH W., 48 E. 43rd St., New York, N.Y.
MARCH, DAVID M., 242 Rumbull St., Hartford, Conn.
MARCUCCI, DEAN J., 55 E. Washington St., Chicago, Ill.
MARKS, EDWIN L., 90 State St., Albany, N.Y.
MARSH, ALBERT, 224 Bedell Bldg., San Antonio, Texas
MASTERSON, WILLIAM E., 5 N. Wabash Ave., Chicago, Ill.
MATOUK, A. WARREN, 250 Fulton Ave., Hempstead, N.Y.
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McMACKIN, HOWARD P., 540 Salem St., Chico, Calif.
MEEKS, CHARLES M., 710 Central Ave., St. Petersburg, Fla.

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Individuals and Firms . . . CERTIFIED by the

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N

NEEDHAM, FRANK D., 630 Empire Bldg., Denver, Colo.
NEEDHAM, RUTH H., 630 Empire Bldg., Denver, Colo.
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O

OBERLIN, C. D., 403 Martin Brown Bldg., Louisville, Ky.
OELSCHLAEGER, ALBERT E. JR., 655 Madison Ave., New York, N.Y.
OLANDER, KATHERINE, 803 Sherland Bldg., South Bend, Ind.
OSBORNE, BILLY J., 1414 Broadway, Detroit, Mich.
OSLUND, ARTHUR E., 300 Main St., Ames, Iowa
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OSTBY, LAURA H., 116 1st Ave., S.W., Rochester, Minn.
OTTEN, W. HAROLD, M-4 Medical Arts Bldg., Omaha, Neb.

P

PAHL, HAROLD L., 4 Orange St., Redlands, Calif.
PARKS, MARY JOSEPHINE, 706 Massey Bldg., Birmingham, Ala.
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PETERSON, WARREN F., 208 Greenville St., Battle Creek, Mich.
PHILLIPS, CHARLES L., 3267 Piedmont Ave., Pittsburgh, Pa.
PHILLIPS, WILLIAM G., 1306 Park Bldg., Pittsburgh, Pa.
PIGG, MARVIN H., 15 E. Bijou St., Colorado Springs, Colo.
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POELLER, VIRGINIA M., 1306 Park Bldg., Pittsburgh, Pa.
POMPONIO, CHARLES A., 2 E. Main St., Patchogue, L.I., N.Y.
POST, LYSTER H., 3010 Jenkins Arcade, Pittsburgh, Pa.
PRATT, MARY, 5305 Hohman, Hammond, Ind.
PROCTOR, JOE G., 178 E. Colorado St., Pasadena, Calif.
PULVER, FRED N., 853 Union St., Schenectady, New York
PYEATT, BRUCE N., 202 Graham, Abilene, Texas

Q

QUINKERT, LOUIS J., 1120 Book Bldg., Detroit, Michigan

R

RALFF, NORA T., 1115 4th Ave., Seattle, Wash.
RAWLINGS, CHARLES B., Fairmont Hotel Lobby, Fairmont, W. Va.
RAWLINGS, ORVILLE A., 221 7th St., Parkersburg, W. Va.
RAWLINGS, WILFRED L., 62 12th St., Wheeling, W. Va.
REARDON, EDITH M., 502 Warren St., Hudson, N.Y.
REARDON, NEIL E., 502 Warren St., Hudson, N.Y.
REBER, ELLIS E., 17 N. Duke St., York, Pa.
REITZE, RHEULE, 1535 Main St., Walnut Creek, Calif.
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ROAKE, J. HERBERT, 411 Sylvania Ave., Avon-By-The-Sea, N.J.
ROBERTSON, HOWARD C., 320 W. Chestnut St., Louisville, Ky.
ROBERTSON, MARCIA G., 320 W. Chestnut St., Louisville, Ky.
ROLAND, JOHN G., 509 Natl. Bank Bldg., Sioux Falls, S. Dakota
ROSEMOND, LELAND E., 185 Ashford Ave., Dobbs Ferry, New York
ROSEMOND, WARD T., 1410 New York Ave., N.W., Washington, D.C.
ROSEN, MURRAY A., 2007 Bryant Bldg., Kansas City, Mo.
ROWLETT, ALICE C., 500 5th Ave., New York, N.Y.
ROWLETT, GUY F., 500 5th Ave., New York, N.Y.
RUDDELL, RUBY M., Perth Amboy, N.J.
RUSICH, FRANK J., 327 Carondelet St., New Orleans, La.

S

SAKE, ALEXANDER JR., 150 So. Park Ave., Warren, Ohio
SANDERLIN, BENJAMIN H., 12 S.E. 7th St., Evansville, Ind.
SATCHWELL, FLORENCE, 631 S.W. Alder, Portland, Oregon
SCHACHT, DETLAV D., Munsteroej 2, Strib, Denmark
SCHELL, RALPH I., 361 S. Winooski Ave., Burlington, Vt.
SCHEU, CLARENCE E., 1352 34th St., San Francisco, Calif.
SCHEU, NORA D., 1352 34th St., San Francisco, Calif.
SCHIECK, HELYN LEE, 301 South Standard Bldg., Houston, Texas
SCHIECK, HENRY J., 301 South Standard Bldg., Houston, Texas
SCHLICHTING, HENRY JR., 2201 W. Texas Avenue, Midland, Texas
SCHRIFT, HERMAN R., 322 G.D. Baldwin Bldg., Erie, Pa.
SCHROEDER, MARGARET M., 500 Main St., East Orange, N.J.
SCHWARZKOPF, HUGO T., 9 Brewer Arcade, Saginaw, Michigan
SCOBEY, CLINTON H., 1500 Philadelphia St., Grand Rapids, Mich.
SHANER, CLINTON D., 12 Walnut St., Sharpsville, Pa.
SHORTEN, HELEN M., 502 Hulman Bldg., Dayton, Ohio
SHORTEN, RAYMOND B., 502 Hulman Bldg., Dayton, Ohio
SHOUP, MAURICE W., 30 N. Michigan Ave., Chicago, Ill.
SHOWER, EARL E., 15 S. 1st St., Walla Walla, Wash.
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STANTON, RAY W., 1720 Cahuenga Blvd., Hollywood, Calif.
STEEVES, KENNETH R., 376 Cartier Place, Windsor, Ontario
STEWART, ROBERT G., 1511 Franklin St., Oakland, Calif.
SWIFT, GEORGE S., 1337 Rand Bldg., Buffalo, N.Y.
SWOYER, HOWARD N., 553 N. Laurel St., Hazleton, Pa.

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TANNER, CHESTER D., 304 Junipher Bldg., Santa Monica, Calif.

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U

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UTLEY, J. LELAND JR., 725 Rose Bldg., Cleveland, Ohio

V

VANDENBULCKE, AUGUSTE J., 1115 Main St., Bridgeport, Conn.
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W

WALD, THOMAS, 624 N. Stone, Tucson, Ariz.
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WEBBER, WILLIAM R., 250 Fulton Avenue, Hempstead, N.Y.
WEED, LYDIA M., 421 E. Market St., Stockton, Calif.
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WILLIAMS, CECIL H., 28 W. Adams Ave., Detroit, Michigan
WILLIAMSON, ROBERT E., Lobby, Donaghey Bldg., Little Rock, Ark.
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WOOD, KENNETH S. JR., 9 Ransom St., Grand Rapids, Michigan
WOOD, LEWIS F., 9 Ransom St., Grand Rapids, Michigan
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WOODBURY, NATHANIEL H., 224 S. 6th St., Albuquerque, N. Mexico
WOODS, W. W., 313 West Monroe, Carbondale, Ill.
WOOLFALL, GEORGE A., 427 1st Ave., North, St. Petersburg, Fla.

X

Y

YOUNG, RICHARD A., R. 2, Harvard, Ill.

Z

ZANOLLI, THORNTON, 28 W. Adams Ave., Detroit, Michigan

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H

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M

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Manny, J. W., Inc., 48 E. 43rd St., New York, N. Y.
McClenahan, Edgar A., Hearing Aid Service Co., 404 Union Arcade Bldg., Davenport, Iowa
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Microtone of Dayton, 498 Commercial Bldg., Dayton, Ohio
Mistich Hearing Center, 327 Carondelet St., New Orleans, La.
Muskogee Hearing Center, 515 Metropolitan Bldg., Muskogee, Okla.

N

Nevada Hearing Aid Beltone Service, 222 Byington Bldg., Reno, Nev.

P

Pikes Peak Hearing Center, 15 E. Bijou St., Colorado Springs, Colo.

R

Rochester Hearing Aid Company, 109A 1st St., S.W., Rochester, Minn.
Roseland Better Hearing Service, 38 E. 112th St., Chicago, Ill.

S

Smith, W. F. Company, 425 West Bldg., Houston, Texas
Superior Hearing Aid Center, 311 Seaboard Bldg., Seattle, Wash.

T

Tanner Hearing Aid Sales & Service, 304 Junipher Bldg., Santa Monica, Calif.
Taylor Hearing Center, 16 N. Marengo St., Pasadena, Calif.
Telex Hearing Center, 30 N. Michigan Avenue, Chicago, Ill.
Telex Hearing Center, 4434 Lankershim Blvd., North Hollywood, Calif.
Telex Hearing Center, 503 W. Sprague St., Spokane, Wash.
Telex Hearing Center, 619 Perkins Bldg., Tacoma, Wash.

W

Wald's Hearing Aid Service, 624 N. Stone, Tucson, Ariz.
Warren, Jay L., Inc., 5 N. Wabash Ave., Chicago, Ill.
Wilkins Hearing Aid Company, 320 W. Chestnut St., Louisville, Ky.
Wisconsin Hearing Aid Company, 213½ S. Barstow St., Eau Claire, Wis.

Y

Yakima Hearing Service, 16 N. 2nd St., Yakima, Wash.

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Parks, Mary Josephine, 706 Massey Bldg.

ARIZONA

Tucson
WALD'S HEARING AID SERVICE, 624 N. Stone
Wald, Thomas, 624 N. Stone

ARKANSAS

Little Rock
Williamson, Robert, Lobby, Donaghey Bldg.

CALIFORNIA

Arcadia
Begley, John H., 209 E. Laurel Ave.

Bell
Burger, Richard T., 4021 E. Florence Ave.
Couts, Elsie K., 4021 E. Florence Ave.

Chico
McMackin, Howard P., 540 Salem Street

Fresno
McCabe, John F., 201 Mason Bldg.

Glendale
Greenough, Arthur F., 402 Bank of America Bldg.

Hollywood
HOLLYWOOD HEARING CENTER, 1720 Cahuenga Blvd.
Stanton, Ray W., 1720 Cahuenga Blvd.

Huntington Park
Glanz, Floyd O., 2624 Saturn
Glanz, Georgina M., 2624 Saturn

Inglewood
Fleming, Lawrence E., 423 Hillcrest

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Burton, John L., 302 Kress Bldg.
Gibbons, Ruth M., 709 Heartwell Bldg.
Gibbons, Wyatt E., 709 Heartwell Bldg.

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Flarsheim, Robert M., 649 S. Olive St.
Shure, Anna H., 123½ N. Doheny Dr.

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TELEX HEARING CENTER, 4434 Lankershim Blvd.
Tilford, Walter F., 4434 Lankershim Blvd.

Oakland
Ashlock, Charles F., 1511 Franklin St.
Stewart, Robert G., 1511 Franklin St.
Taylor, Jack B., 1511 Franklin St.

Pasadena
ALFRED DAY HEARING CENTER, 110 N. Los Robles Avenue
TAYLOR HEARING CENTER, 16 N. Marengo St.
Day, Alfred D., 110 N. Los Robles Avenue
Hunt, Carl D., 29 S. Garfield
Proctor, Joe G., 178 E. Colorado St.
Taylor, Charles H., 16 N. Marengo St.

Redlands
Pahl, Harold L., 4 Orange St.

Richmond
Burt, Floyd C., 413 10th St.

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HEARING AID CLINIC, 3539 8th St.
Dosher, John W., 3765 9th Street
Fessenden, James A., 3539 8th St.

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BELTONE HEARING SERVICE, 1130 9th St.
DELK HEARING CENTER, 1825 "K" St.
Delk, James H., 1825 "K" St.
Kinstler, John C., 1014 Medico-Dental Bldg.
Magures, Grady P., 1130 9th Street

San Bernardino
BELTONE HEARING CENTER, 543 "E" St.
Abrams, Morris, 543 "E" St.
Haberkorn, B. R., 543 "E" St.
Inskeep, Garth K., 543 "E" St.

San Diego
MAICO HEARING SERVICE, 625 Broadway
Conn, Verl E., 516 "E" St.
Kruell, Gus, 306 Bank of America Bldg.

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Bertelsen, Howard G., 26 O'Farrell St.
Littleton, Edward C., 2676 Ocean Avenue
Scheu, Clarence E., 1352 34th St.
Scheu, Nora D., 1352 34th St.
Vickerson, Charles S., 26 O'Farrell St.

San Jose
BELTONE HEARING SERVICE, 309 1st Natl. Bank Bldg.
MAICO SAN JOSE HEARING CENTER, 12 S. 1st St.
Attix, Edward H., 12 S. 1st St.
Lyons, Jimmie, 309 1st Natl. Bank Bldg.

San Mateo
Harris, John R., 311 2nd Avenue

Santa Cruz
Fortier, Joseph, 8 Palomar Arcade

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TANNER HEARING AID SALES & SERVICE, 304 Junipher Bldg.
Tanner, Chester D., 304 Junipher Bldg.

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BELTONE SANTA ROSA HEARING CENTER, 507 3rd St.
Blake, Louise A., 507 3rd St.
Blake, William A., 507 3rd St.

Stockton
BELTONE HEARING SERVICE, 421 E. Market St.
Weed, Lydia M., 421 E. Market St.

Vallejo
BELTONE AMBLER HEARING CENTER, 435 York St.
Ambler, Leonard O., 435 York Street

Walnut Creek
Reitze, Rheule, 1535 Main Street

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PIKES PEAK HEARING CENTER, 15 E. Bijou St.
Pigg, Marvin H., 15 E. Bijou St.
Pigg, Rosa Mae, 15 E. Bijou St.

Denver
Hoffman, Carl G., 309 Majestic Bldg.
Needham, Frank D., 630 Empire Bldg.
Needham, Ruth H., 630 Empire Bldg.

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Dubin, Allan M., 83 Fairfield Avenue
Dubin, Lillian, 83 Fairfield Avenue
VandenBulcke, Auguste J., 1115 Main St.
VandenBulcke, C. Viola, 1115 Main St.

Danbury
Knapp, George B., 268 Main Street

Hartford
AUDIPHONE OF HARTFORD, 721 Main St.
Bray, Mart H., Jr., 721 Main St.
MacNeil, Pauline C., 721 Main St.
March, David M., 242 Rumbull St.

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Ahearn, F. Davis, 1405 "K" St. N.W.
Bresnahan, William L., 1405 "K" St. N.W.
Rosemond, Ward T., 1410 "K" St. N.W.

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Moros, Herbert E., 118 West Adams

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AUDIPHONE CO. OF MIAMI, INC., 1211 Security Bldg.
LAMB'S HEARING CENTER, 237 Pan American Bank Bldg.
Absalom, George M., Jr., 1211 Security Bldg.
Lamb, Ernest M., 237 Pan American Bank Bldg.
Lamb, Mary Sue, 237 Pan American Bank Bldg.

Orlando
Smith, Thomas S., 513 Florida Bank Bldg.

St. Petersburg
Hathaway, Albert C., 403 Florida Theatre Bldg.
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Woolfall, George A., 427 N. 1st Avenue

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Johnson, Rubein V., 78 Broad St. N.W.

Augusta
South, James O., 619 Greene St.

Columbus
BELTONE HEARING SERVICE, 314 13th St.
Keel, John W., 314 13th St.

IDAHO

Boise
BELTONE HEARING SERVICE, 8th & Main St.
Faught, John C., Box 2572
Faught, William S., Sr., Box 2572
Gordon, Orpha D., 219 Eastman Bldg.

ILLINOIS

Bloomington
Nord, Everett G., 1021 Folsom

Carbondale
Woods, W. W., 313 West Monroe

Chicago
AUDIPHONE UTILITIES, 55 E. Washington St.
MAICO HEARING INSTRUMENTS, 8. S. Michigan
ROSELAND BETTER HEARING SERVICE, 38 E. 112th Street
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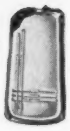
a new concept in **HEARING**  through **MAICO** engineering

again MAICO leads the field with the world's smallest and lightest hearing instrument

- **the first hearing aid to weigh only an ounce!**
- **the first hearing aid designed to be worn comfortably entirely upon the head!**
- **comfort, convenience, clarity and performance never before equalled in the hearing aid field!**
- **the Hearing Aid designed to be HEARD . . . NOT SEEN!**

A PREDICTION by LEE A. WATSON, President and Founder of the MAICO COMPANY, author of the text "Hearing Tests and Hearing Instruments," and internationally known as a leader in the field.

"With the introduction of the new one-ounce Maico Transist-Ear, a great new era of hearing aid growth has begun. It is the first instrument so designed that it can be worn with ease and comfort upon the head. We predict that every other manufacturer in the hearing aid field will follow our lead and that within less than ten years almost all hearing aids will be worn entirely on the head, without connecting cords or apparatus elsewhere on the body."

To those who know the remarkable record of Maico "Firsts" and creative leadership in the hearing aid field, it is no surprise that Maico has again led the entire hearing aid industry with a new type of instrument which will be long regarded as a landmark.

THE MAICO RECORD

- One of the first to pioneer the wearable vacuum tube hearing aid . . . 1938.
- First wearable tube aid accepted by A.M.A.—1940.
- First pure tone audiometer accepted by A.M.A.—1938.
- Originators of the "Secret-ear" remote type ear insert with tubing.
- First compact, light-weight, all-in-one hearing aid, Atomear—1944.
- First to use the mercury type battery in a hearing aid.
- Only firm awarded Army-Navy "E" for excellence in hearing test instruments.
- Creators of Hear-rings—the receiver hidden in jewelled earrings.
- World's first all-transistor hearing aid and first to be powered with a single tiny energy capsule—January, 1953.

For the ambitious consultant or salesman who hopes to have an operation of his own but who lacks capital—it will pay to investigate Maico's Career Contract Program.

you can rely on

Maico

THE MEN BEHIND MAICO

Those who know the Maico operation are aware of one of the big reasons for Maico's continued leadership in the hearing instrument field. *It is run by a team of men,* (not by a closed group), so that advancement and opportunity is based solely upon merit. Maico is a corporation, soundly financed but owned almost entirely by its employees, dealers and directors.

MAICO FACILITIES

With some 70,000 square feet of floor space, Maico devotes almost one-fourth of its plant to engineering and development. An engineering staff of 25 men is provided with one of the best-equipped audio and electro-acoustical laboratories in the United States and given every opportunity and incentive to work and create as a team. The accomplishments of the last 15 years have been remarkable, but *the years ahead hold even greater promise for those associated with Maico.*

VALUABLE FRANCHISE

Why is the Maico Franchise valued so highly by experienced men in the hearing aid field? There are many reasons, but one of the strongest is Maico's unique position in the field of audiometry. *Today, 90% of all accepted audiometers in use in America are produced by Maico.* From Maine to California and from Seattle to Miami the patient who visits an ear specialist or has his hearing tested in a hospital, school or industrial plant learns that Maico instruments are relied upon for *Precision in Hearing* examinations.

GOVERNMENT AND INDUSTRY RELY ON MAICO

Not only has the U. S. Army, Navy and Air Force chosen Maico Audiometers, but every major airline in America and most leading corporations have likewise selected Maico. It is conservatively estimated that more than 3,000,000 Americans each year have their ears tested on Maico audiometers.

OPPORTUNITY UNLIMITED

Along with the introduction of the most remarkable hearing aid in the industry, Maico has added "something new" for its dealers, providing them with the most attractive opportunity in the hearing aid field today. And behind this "extra reward and help" for Maico dealers is a continuing direct mail campaign from Maico's own direct mail department, a co-operative local advertising program, a flow of inquiries, and practical training and field assistance by experienced Maico field personnel.

MAICO WORKS FOR YOU

Men with previous hearing aid sales experience have repeatedly remarked that they have received more training, field assistance and effective promotional help from Maico in six months than in six years of previous affiliation.

ACT NOW

Through retirement and the shift of some established Maico dealer offices and through the establishment of new outlets in certain territories, Maico does have excellent opportunities for qualified men. Such men must be creative workers with clean records—not clerks or sitting order-takers.

For a proven salesman there may be a fascinating opportunity in "special instrument" sales including audiometers, Chromalyzers, Psychometers, Stethetrons and related units.

For the dealer with modest capital there may be an exclusive Maico franchise in some section of the country. And for the successful operator on a large scale—we're always ready to meet, talk and explore possibilities. Confidentially, of course.

You can write, phone, or visit: E. G. Peterson, Maico Bldg., Minneapolis, Minn. Tel. ATlantic 8255.

Maico

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Coil, Grover C., 6 N. Michigan Avenue
Coyle, Hazel D., 4744 N. Western Avenue
Hill, Harry, 116 S. Michigan Avenue
Johnson, Clifford D., 2900 W. 36th St.
Kesten, Edward A., 29 E. Madison St.
Kesten, Lucille P., 29 E. Madison St.
Long, Roger H., 38 E. 112th St.
Lowe, Charles, 8 S. Michigan Avenue
Macken, John T., 4757 Ravenswood Avenue
Marcucci, Dean J., 55 E. Washington St.
Masterson, William, 5 N. Wabash Avenue
Shoup, Maurice W., 30 N. Michigan Avenue
Tullis, Lois, 6 N. Michigan Avenue
Warren, Jay L., 5 N. Wabash Avenue

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Smith, Ester N., 9 W. Madison St.

Harvard
Young, Richard A., R. 2

Paris
Vaughn, Richard W., North Main Street

Princeton
Gibbs, Winsor M., 112 E. Peru Street

Rockford
Flagg, Josephine, 206 S. Main Street
Gale, Nathaniel, 206 S. Main Street
Kanter, Alvin K., 526 W. State Street

Rock Island
Garver, Stanley K., 2929 42nd Street

Springfield
Touch, A. Alfred, 406 S. 6th Street

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Chadwick, Darrell B., 209 Grein Bldg.
Sanderlin, Benjamin H., 12 S.E. 7th Street

Hammond
BELTONE HEARING SERVICE, 5305 Hohman Ave.
Pratt, Mary, 5305 Hohman Avenue

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MAICO OF INDIANA, 923 Hume Mansur Bldg.
Burrill, Giles M., 923 Hume Mansur Bldg.
Chew, Donald C., 532 Bankers Trust Bldg.
Chew, Mabel G., 532 Bankers Trust Bldg.

South Bend
AUDIPHONE CO. OF NORTHERN IND., 328 Sherland Bldg.
Harper, Mrs. Charles F., 328 Sherland Bldg.
Harper, Charles F., 328 Sherland Bldg.
Olander, Katherine, 803 Sherland Bldg.

IOWA

Ames
Oslund, Arthur E., 300 Main Street

Cedar Rapids
Curry, Elmer G., 1105 25th St. S.E.
Touro, Reginald G., 321 Paramount Bldg.

Council Bluffs
Barnes, Faye M., 212 Park Bldg.

Davenport
EDGAR MC CLENAHAN HEARING AID SERVICE CO., 404 Union Arcade Bldg.
Larson, Erling, 804 Davenport Bank Bldg.
McClenahan, Edgar A., 404 Union Arcade Bldg.

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MAICO DES MOINES HEARING SERVICE, 924 Des Moines Bldg.
DeHaven, Alice, 423 W. 5th Street
Grout, Paul D., 924 Des Moines Bldg.

Sioux City
MAICO HEARING SERVICE, 420 Nebraska St.
Dobrofsky, Ben, 420 Nebraska St.

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Abilene
Knox, Esther, 1205 N. Buckeye Avenue

Kansas City
Craig, Edna S., 728 Minnisota

Topeka
Landberg, Eugene G., 106 W. 8th St.

Wichita
BELTONE HEARING SERVICE, 216 E. 1st St.
Kent, Buel C., 216 E. 1st St.
Rice, Woodrow, 216 E. 1st St.

KENTUCKY

Ashland
Browning, Stanley I., Mayo Arcade

Louisville
WILKINS HEARING AID CO., 320 W. Chestnut St.
Oberlin, C. D., 402 Martin Brown Bldg.
Robertson, Howard C., 320 W. Chestnut St.
Robertson, Marcia G., 320 W. Chestnut St.

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Lake Charles
Floyd, Paul H. Jr., 322 Kirby Street

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MISTICH HEARING CENTER, 327 Carondelet St.
Mistich, Peter H., 327 Carondelet St.
Rusich, Frank J., 327 Carondelet St.

Shreveport
Hays, Carroll H., 2619 Virginia Avenue

MAINE

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Anderson, Frank E., 142 High Street
Dunphe, Dudley C., 670 Congress St.

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EVANS HEARING AID & OPTICAL CO., 110 Tremont Street
Evans, Robert P., 110 Tremont St.
Klein, Dorothy, 178 Tremont St.
Southworth, Lawrence, 178 Tremont St.

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Edlund, Ivar H., 628 Pleasant St.
Edlund, Ruth M., 628 Pleasant St.

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AUDIPHONE OF PITTSFIELD, 74 North Street
Christman, Frank P., 74 North Street

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MAICO HEARING SERVICE, 1562 Main Street
Mattingly, Albert L., 1562 Main Street

Worcester
Trinder, Wallace A., 340 Main Street

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Billeter, Rolland C., 504 Post Bldg.
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Clark, G. Ralph, 1824 W. Territorial Rd.
Heinsman, John H., 1767 W. Michigan Avenue
Peterson, Warren F., 208 Grenville St.

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Brenaman, Ronald H., 510 Broderick Twr. Bldg.
Dague, Henry C., 522 David Whitney Bldg.
Grady, Troy V., 522 David Whitney Bldg.
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Knapp, Herbert C., 315 Lake Michigan Dr.
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Wood, Kenneth S., 9 Ransom St.
Wood, Kenneth S. Jr., 9 Ransom St.
Wood, Lewis F., 9 Ransom St.

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Disbrow, Paul C., 1100 W. Shiawassee St.

Muskegon
Hommes, Omer J., 876 E. Isabella St.

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Saginaw
AUDIPHONE CO. OF SAGINAW, 9 Brewer Arcade
Schwarzkopf, Hugo T., 9 Brewer Arcade

Saugatuck
Newnham, Richard B.

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Lundblad, Edward W., 1225 Medical Arts Bldg.

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Hagen, Theresa C., 410½ S. Front Street

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ADAMS BROTHERS, INC., 92 S. 9th St.
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Broberg, Richard E., 92 S. 9th St.
Hawkinson, Fennie, 330 Medical Arts Bldg.
Moot, Charles G., 21 N. 3rd Street

Ortonville
Beckman, Clarence W., 317 Stevens

Rochester
BELTONE HEARING SERVICE, 116 1st Ave., S.W.
ROCHESTER HEARING AID CO., 109A 1st St., S.W.
Gentling, Armand J., 109A 1st St., S.W.
Harvey, Prentice C., 109A 1st St., S.W.
Ostby, Clarence R., 116 1st Ave., S.W.
Ostby, Laura H., 116 1st Ave., S.W.

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Carver, Glenn L., 116 New York Bldg.
Carver, Kathryn M., 116 New York Bldg.
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Kyle, Herbert R., 21 E. 5th Street

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Hess, Ernest J., 323 Sunderland Bldg.
Otten, W. Harold, M-4 Medical Arts Bldg.

NEVADA

Reno
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Morris, William G., 222 Byington Bldg.

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Van Wageninge, George J., 60 Sip Avenue

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Hagen, Erling M., 1236 Raymond Blvd.

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Jones, James K., 5 Colt Street

Perth Amboy
Ruddell, Ruby M.

Plainfield
Halm, Erich K., 1414 E. 7th St.

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Frati, Amelia S., 33 Park Avenue

Union City
Dunn, Christopher, 500 43rd Street
Dunn, Helen M., 500 43rd Street

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Woodbury, Margaret J., 224 S. 6th St.
Woodbury, Nathaniel H., 224 S. 6th St.

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Creel, Warren W., 90 State Street
Foster, Maria M., 90 State Street
Harvey, Andy B., 90 State Street
Marks, Edwin L., 90 State Street

Auburn
Hunter, Margaret, 309 Auburn Sav. Bank Bldg.

Bay Shore
VanderHorst, David A., 30 S. Clinton Ave.

Binghamton
Devereaux, Paul R., 58 Grand Blvd.
Klausner, Karl R., 6 Court Street

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Tenaglia, Robert R., 1 DeKalb Avenue

Buffalo
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Swift, George S., 1337 Rand Bldg.

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Matouk, A. Warren, 250 Fulton Avenue

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Reardon, Neil E., 502 Warren St.

Jamaica
Adams, Leonard, 183-11 58th Avenue

Hempstead
Webber, William R., 250 Fulton Avenue

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Wescott, Gerald R., 7 Main Street

Newburgh
Blauvelt, Eleanor, 184 Broadway
Blauvelt, Livingston, 184 Broadway

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Bennett, Barbara, 481 Main Street
Bennett, Henry G., 481 Main Street

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MAICO HEARING INSTRUMENTS, 500 5th Avenue
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Metropolitan Hearing Center, 521 Fifth Ave.
Anderson, Mae R., 500 5th Avenue
Berman, William, 48 E. 43rd Street
Ellis, Charles H., 500 5th Avenue
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Hotez, Edward J., 574 5th Avenue
Jackel, Simon S., 236 E. 178th St.
Manny, Joseph W., 48 E. 43rd Street
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Rowlett, Guy F., 500 5th Avenue
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Syracuse
MAICO HEARING AID CENTRE, 316 Warren St.
Merrill, Leslie O., 316 Warren St.
Whittington, Harriet L., 946 Euclid Avenue

White Plains
MAICO BENNETT HEARING SERVICE (BRANCH), 175 Main Street

Yonkers
MAICO BENNETT HEARING SERVICE (BRANCH), 20 South Broadway

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Baldwin Carl J., 1403 Independence Bldg.

Raleigh
Ridgeway, Herbert L., Professional Bldg.
Vaughan, Billy T., Professional Bldg.

NORTH DAKOTA

Fargo
McLean, Patricia, 104½ Broadway

Harvey
Hager, Ralph E.

Minot
King, Harley A., 404 1st Natl. Bank Bldg.

OHIO

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Trautman, Pauline C., 128 E. Market St.

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Foster, Stanley K., 154 E. 4th Street
Kerlin, Milton K., 154 E. 4th Street

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Klippel, George J., 3438 Marvin Avenue
Lange, Arthur W., 11 Colonial Arcade
Smith, Margaret C., 655 Rose Bldg.
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Utley, J. Leland Jr., 725 Rose Bldg.

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Fisher, Gail D., 10 E. Town St.
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Kelsey, Margareta C., 327 E. State St.

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Eaton, Kenneth B., 498 Commercial Bldg.
Eaton, Virginia, 498 Commercial Bldg.
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Shorten, Raymond B., 502 Hulman Bldg.

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Good, William C., 406 S. Main Street

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Drew Harold T., 305 Steiner Bldg.
Jones, Claudia, 305 Steiner Bldg.

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Dorman, Mrs. R. W., Box 712

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Honolulu, T.H.
Pacific Hearing Service, 314 Seaside Ave.

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Alger
Saiag, A., 5 Rue Bab-el-Oued

ARGENTINA

Buenos Aires
Pizarro, Jose Antonio, Rodriguez Pona 140

AUSTRALIA

Melbourne
Sanderson, G. J., 294 Little Collins St.

Sydney
Hearing Aids, Ltd., 175 Pitt Street

CANADA

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Thibodeau Hearing Aids, 10344 Jasper Ave., Edmonton

B.C.
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Bean, C. O., 104 Borden Ave., No., Kitchener
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P.Q.
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General Acoustics, Ltd., 122 Wigmore St., W.I.
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Multitone Electric Co., Ltd., 25 Dover St., W.I.
Multitone Electric Co., Ltd., 223-227 St. John St., E.C.I.
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Sylvester, H., 128 Wigmore St., W.I.
The Telephone & Microphone Co., Ltd., 11 Victoria St., S.W.I.
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Bathes, Ltd., 49 Fore St., St. Ives

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Harris, W. H., 41 Hyde Road
Multitone Electric Co., Ltd., 90-92 Castle Circus House, Union St., Torquay

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Gloucestershire

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Dunscombe, M. W., Ltd., 5-7 St. Augustine's Parade, Bristol
Lloyd & Gregory, 418 High St., Cheltenham
Strode Cosh & Penfold, Ltd., 153 Ashley Rd., Bristol 6

Hampshire and Isle of Wight

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Aural Appliances, Ltd., 3 Rufford Gardens, Southbourne, Bournemouth
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Pars & Co., 2 & 4 Poole Hill, Bournemouth
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Heemstede

Bontekoe, Electronics, Spoorplein 4

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Pollock, James, Ltd., 2 Chichester St.

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Irish Deaf Aid Service, 54 Upper Baggot St.

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U.R.E.M.A., Piazza Repubblica 18

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Empresa de Audifonos Para Sordera, Balderas 31—Desp. 312

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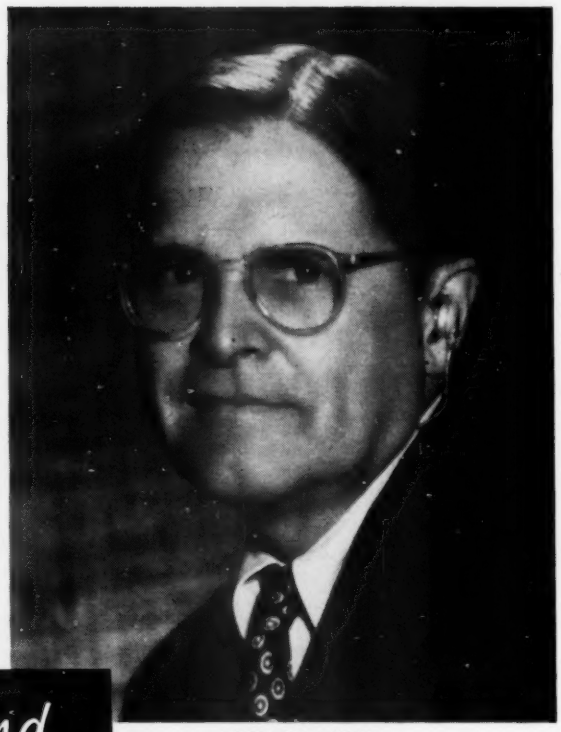
a Tribute

The many friends and long-time
business associates of Mr. Denison B. Hull
—pioneer developer of fine hearing aids,
founder and president of ***Otarion, inc.***—
will learn with regret of his retirement
from active participation in the industry.
For more than fifteen years,
Mr. Hull has devoted himself without stint
to the aid and welfare of the hard of hearing
. . . to elevating the standards of service . . .
and to fostering the highest ideals
of ethical practices throughout the industry.
Now, Mr. Hull, your active work accomplished,
you retire with the sincere appreciation of
your many friends in the hearing aid business.



DENISON B. HULL

and

LELAND E. ROSEMOND

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compromise with quality in the fine products
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position in the industry.

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Hearing Aids Accepted by the A.M.A. . . . Council on Physical Medicine and Rehabilitation

(As of November 1, 1953)

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DAHLBERG Models D-1, D-2, D-3, D-4
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GEM Models V-35, V-60
GOLDENTONE Models 25, 69, 97
MAICO Maxitone; Models J, G, H, L; UE Atomeer
MICRONIC Models, 303, Mercury, Star
MICROTONE Models T-9, T-10, T-612, 45
NATIONAL Models D, Ultrathin 504, Vanity 506
NORMATONE Models C, D-53
OTARION Models B-15, B-30, F-1, F-2, F-3, G-2, G-3, H-1, Custom "5"
PARAVOX Models D, J, Y
RADIOEAR All-Magnetic Model 55; Permo-Magnetic; Models 62 Starlet, 72, 82 Zephyr
SILVERTONE Models J-92, P-15
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SONOTONE Models 900, 910, 920, 925, 940, 966, 977, 988
TELEVOX Model E
TELEX Models 99, 200, 300-B, 400, 500, 952, 953, 1700
TONAMIC Model 50
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UNEX Midget Models 95, 110; 200, 230
VACOLITE Models J, J-2
ZENITH Miniature 75, Models Royal, Super-Royal; "Regent"

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PRECISION Table Hearing Aid
SONOTONE Professional Table Set Model 50

Conclusion . . .

Minor Surgery for Otosclerosis and Meniere's Disease

by Samuel Rosen, M.D.
Associate Otologist, Mt. Sinai Hospital, New York

B. MENIERE'S DISEASE

In 1861 Prospere Meniere described a new clinical entity consisting of attacks of severe dizziness, tinnitus and deafness. Meniere believed that some abnormal function of the internal ear was responsible for the symptoms. In 1938 Hallpike and Cairns demonstrated oedema of the membranous portion of the internal ear as Meniere had predicted.

Meniere's disease is treated by medical and surgical methods. The latter should be resorted to only after all medical treatment has failed to relieve the symptoms, particularly the vertigo. Vaso-dilator drugs, histamine, vitamins, salt-free diet and anti-allergic agents are used to control the attacks. When these fail two operations may be considered for the relief of vertigo. They are the intracranial division of the vestibular nerve (a formidable operation) or destruction of the internal ear approached through the mastoid (a simpler operation). The latter operation, although a major one, is rapidly replacing the more dangerous intracranial operation. Total and permanent loss of hearing results from this surgery.

Otologists have been searching for a simple operation for Meniere's Disease which would abolish the vertigo but preserve the hearing and static labyrinth. Such an operation may now be at hand. It consists simply of lifting up the lower half of the eardrum through an ear speculum in the external auditory canal under local anaesthesia in a manner described above and severing the chorda tympani nerve. When the lower half of the drum is raised the chorda tympani nerve can immediately be seen and on electrical stimulation it was found to give the following responses: tinnitus (hissing, roaring, buzzing, ringing) and vertigo. **(Figure 2.)*** The chorda tympani (an expendable nerve) was therefore sectioned in 50 cases of Meniere's Disase in which the annoying attacks of vertigo with tinnitus and deafness had already been present for 1-14 yrs. The results of these 50 cases are shown in Table I.

82% of patients are free of major Meniere's attacks.

Thus 82% of patients are free of major Meniere's attacks of vertigo, nausea and vomiting after chorda tympani section. Minor attacks do not incapacitate the patient or keep him from his daily work or activities. They consist mostly of transient, momentary giddiness, usually mild, without the rotatory vertigo and vomiting which characterized their former attacks. In all of the cases the preoperative hearing was preserved —often useful hearing. The tinnitus was lessened in about one-third of the cases and disappeared altogether in a few. In some the tinnitus remained conspicuously annoying. None of the patients seem to have been made worse in any way by section of the chorda. During the first few weeks after section of the chorda attacks of vertigo of varying severity occur in about 15% of the cases but they gradually pass off. Remissions are not uncommon in Meniere's Disease and frequently there is a large psychic element present, factors which make proper evaluation of any treatment difficult. Psychiatric, medical and neurological consultations were obtained whenever they seemed indicated.

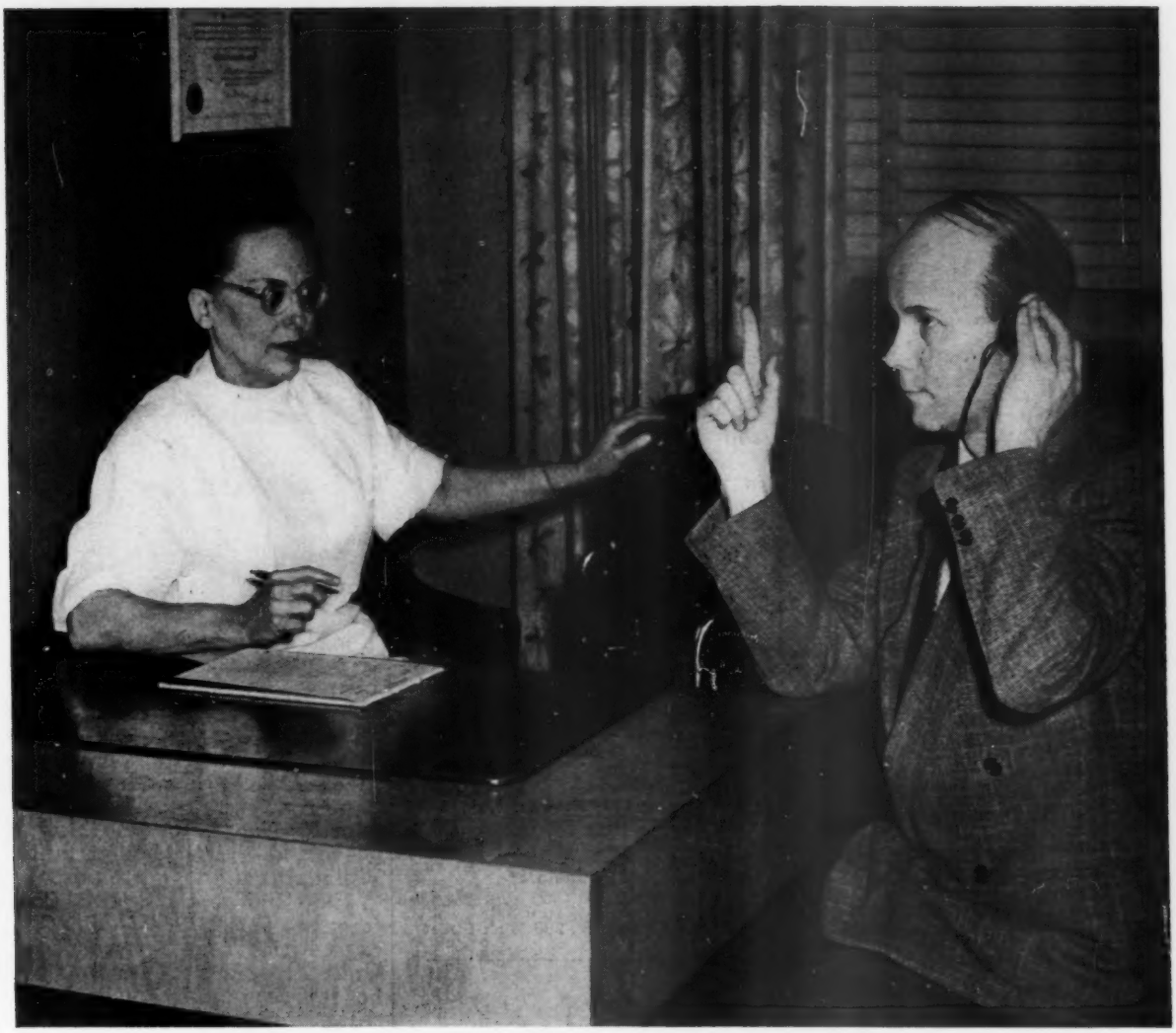
Two cases of severe Meniere's Disease occurred on the side of an apparently dead internal ear. The first, a man of 50, had total deafness, constant hissing and roaring tinnitus in the right ear as well as severe paroxysmal vertigo, nausea, vomiting and falling. Total deafness was determined by testing the affected ear with both pure tone and speech audiometry, with the normal ear masked at various measured levels of intensity. The static labyrinth did not respond at all to ice-water stimulation. This syndrome, which persisted for four months, followed a skull fracture through the petrous pyramid on the right side. His left ear was normal in all respects. The right chorda tympani nerve was sectioned 2½ years ago following which the vertigo and almost all the tinnitus promptly disappeared and have not recurred. The second case, a man of 37, had frequent attacks of severe rotatory vertigo, nausea, vomiting and constant tinnitus in the left ear for three years following an attack of mumps. There was almost total deafness in the left ear and no caloric response. He could not recognize sour, bitter or salt on the anterior ⅔ of his tongue bilaterally — but recognized these on the posterior ⅓ of the tongue promptly. The left chorda was sectioned 20 months ago following which the vertigo and almost all the tinnitus also

(Continued on Page 26)

Table I
Results of Section of Chorda Tympani Nerve in Meniere's Disease

Duration since section of chorda	No. of cases	Completely relieved of attacks of vertigo	Recurrence of attacks: Major	Recurrence of attacks: Minor
3-5 years	5	4	0	1
2-3 years	11	7	1	3
1-2 years	20	12	4	4
½-1 year	14	4	4	6
Total	50	27 (54%)	9 (18%)	14 (28%)

***As illustrated, Page 13, Vol. III, No. 1, Audecibel, published January/February, 1954. Copies are available on request (75c). No charge to subscribers.**



THE AUDIOMETRIC GRAPH AN INVALUABLE RECORD

In E.N.T. disorders an audiometric graph is of permanent value. Not only does it determine whether, and to what extent, hearing acuity is being affected, but it makes future comparisons possible.

As part of a pre-employment physical examination, audiometer testing is an invaluable industrial aid. It protects the employer against later—undeserved—compensation claims for loss of hearing. It is also useful for regular check-ups in "noisy" areas, to warn of the first signs of damage to hearing.

And remember, it isn't only the riveter who may be subject to such damage—even telephone operators (for instance) may suffer this type of occupational injury.

Whenever you suspect a hearing loss, it is easy enough to confirm or disprove it—just test the hearing with an audiometer. These instruments—and there are a number of types suitable for any need—are simple to operate, give an accurate and easily interpreted pattern of the subject's hearing. An audiometric graph is an invaluable guide in choosing and fitting a hearing aid.

If you do not have an audiometer, your local SONOTONE Consultant will be glad to make an audiometric test for you without charge. For further information about audiometric testing write to Dept. T-44.

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Foreign Firms and Individuals

Continued from Page 21)

NORWAY

Oslo

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SCOTLAND

Aberdeen

Allardyce, Charles & Son, 49 Upperkirkgate
Davidson & Kay, Ltd., 3 Alford Place
Fraser & McKay, 34 Upperkirkgate

Campbeltown

Fleming, A. H., M.P.S., 11-15 Long Row South

Dundee

Allardyce, Charles & Son, 81 Nethergate

Edinburgh

Amplivox, Ltd., 4 Randolph Place
Ardente, Ltd., 111 Princes St.
Bonochord, Ltd., 36 George Street
Duncan, Flockhart & Co., 139 Princes St.

Glasgow

Amplivox, Ltd., 26 Bothwell St.
Ardente, Ltd., 12 Renfield St.
Aural Appliances, Ltd., 22a West Nile St.
General Acoustics, Ltd., 170 Hope St.
Hearing Aid Equipment Co., 141 Bath St., Glasgow C2
John Bell & Croyden, 249 Buchanan St.
Multitone Electric Co., Ltd., 200 St. Vincent St., Glasgow C2

Inverness

Mackenzie, T. & Son, 1 Hight Street

Perth

Allardyce, Charles & Son, 72 High St.

Stranraer

Kerr, Richard & Sons, Apothecaries Hall, 38 George Street

SWEDEN

Stockholm

Aktiebolaget, Eleco, Biblioteksgatan 6
Horapparatbolaget, Kungsgatan 29

SWITZERLAND

St. Gallen

WISAP, Neugasse, 55 Multergasse

WALES

Cardiff

Amplivox, Ltd., 6 Newport Road
Ardente, Ltd., 64 Queen St.
Howell, E. G. & Sons, 130 Queen St.
Livsey, L., M.P.S., 22 Station Rd., Llanishen
Peters, Alfred & Browne, Ltd., 3 St. Andrew's Crescent

Pembroke

Mendus, John, 31 Main St.

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Thorne, W. R., Esq., 200 High Street

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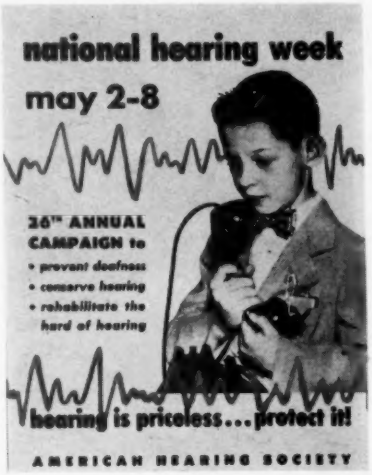
Dr. Rosen . . .

(Continued from Page 24)

promptly disappeared and have not recurred. In view of the events in the above two cases, as well as those cases reported in the literature with persistent vertigo after total section and differential of the 8th nerve and after labyrinthotomy, it would appear that the internal ear may not be the exclusive anatomical basis for Meniere's Disease.

Chorda tympanectomy (**Figure 3.**)* is a simple procedure requiring one day's hospitalization. Section of the chorda tympani should be employed whenever destruction of the internal ear or intracranial operation are contemplated. It may be employed in bilateral cases and in those cases where the vertigo is severe but not yet quite disabling enough for radical surgery. A method is presented by which the great majority of patients crippled with Meniere's Disease may be restored to useful and happier lives.

AUDECIBEL'S Calendar of Events



National Hearing Week—May 2-8, 1954. This marks the American Hearing Society's twenty-sixth annual campaign to prevent deafness, conserve hearing and rehabilitate the hard of hearing.

Audivox, Inc. Regional Sales Meetings—April and May—in San Francisco, Los Angeles, Fort Worth, Kansas City, Chicago, Cleveland, Cincinnati, Atlanta, Philadelphia and Boston.

1954 Industrial Health Conference—April 26-30—in Chicago. Firms from throughout the United States and Canada will be represented by medical directors, nurses, hygienists and dentists. Simultaneously, the following groups will hold their meetings: Industrial Medical Association; American Association of Industrial Nurses, Inc.; American Industrial Hygiene Association; American Conference of Governmental Industrial Hygienists; and American Association of Industrial Dentists.

S.H.A.A. 1954 Annual Meeting and National Hearing Show—June 24, 25, 26, Edgewater Beach Hotel, Chicago.

President's Committee on Employment of Physically Handicapped—Exposition and Parade of Progress—April 28, 29 & 30, Washington, D.C. Contact Mr. Perry T. Hawkins, Executive 3-2420, Extension 474, for information re exhibiting, or Mr. Edward Gale, District Chairman, National 8-0001.

Alexander Graham Bell Association for the Deaf—1954 Summer Meeting—June 14 to 18, Chase Hotel, St. Louis.

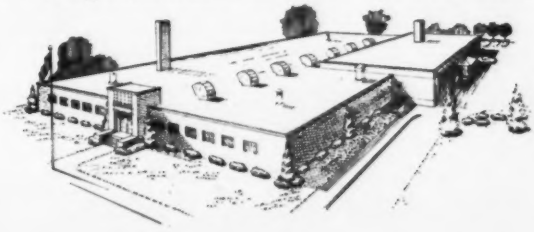
THE SATISFACTION OF SECURITY

In these days of uncertainty, hearing aid distributors all over the country want to know they have "the satisfaction of security." Money is not enough. Security—the kind that lasts—is a must. Telex distributors have that security. They know it pays to be affiliated with a concern that is here to stay—a firm that is tops in every phase of its operation from the manufacture of hearing aids to the manufacture of industrial electronic devices.

Telex (since 1937) has set an industry standard for quality hearing aids—instruments that are better engineered, better constructed, and give absolute customer satisfaction. A typical example is the Telex 956 All-Transistor—the undisputed leader in transistor hearing aids. This outstanding instrument not only utilizes, to best advantage, economical transistors, but it offers many *extra* features to the hard-of-hearing—Magic Mike,® a specially designed microphone engineered for fine tone quality in transistor instruments; new telephone pickup that cuts outside noises and gives added enjoyment to phone conversations; multiple response curves with one standard receiver; and a host of other additional features that mean greater customer satisfaction, more sales.

Yes, hearing aid dealers everywhere are learning that it pays to be with a company that *is*, as the saying goes, so much a part of American industry it's like the "Rock of Gibraltar", impossible to replace. Such a firm is Telex.

You may be looking for a franchise that offers the satisfaction of security. And we may be looking for you. If you're interested in one of the Telex distributorships now available, write Howard Cullen, Sales Manager, Telex, Inc., Telex Park, St. Paul, Minnesota. You'll find there's no satisfaction like the satisfaction of security—and Telex can offer you all that and more.



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Dimensional Hearing For The Hard-Of-Hearing

by Alonzo L. Smith

President of Soundcraft Company

Alonzo L. Smith

Dimensional hearing is something that the hard of hearing have never had because one must hear with both ears with a balanced amplitude of sound in each ear.

Hearing aids have always been fitted for one ear hearing. Generally, most people who are hard of hearing have some hearing in each ear. Yet, when this person is fitted with an aid, he cannot use the benefit of his hearing in the unfitted ear. He also probably loses some of his frequency range in hearing in fitting only one ear.

The use of one ear hearing with an aid, places the sound off to one side and requires constant attention and concentration to differentiate sounds and voices which may appear scrambled. Evaluation and understanding is sometimes difficult to hearing aid users to make out what is said or heard. Hearing is somewhat like seeing, as both senses must be in focus to properly evaluate sounds or visual observation. With the use of balanced hearing in both ears, dimension is provided, and we can more readily process and pick out the sounds we want to hear and disregard other sounds as background. Our hearing sense is then in balance with the sound being placed in the center of the head for perception and evaluation. The difference is amazing and remarkable.

How does one obtain dimensional hearing with an ordinary aid? Over a period of several years, there has been developed a system for dimensional hearing which is wearable and may be used with any ordinary hearing aid. Over 90% of the people who use hearing aids, also wear glasses. With this in mind, dimensional hearing is built into the framework of the glasses frame. The receiver is snapped into position behind the ear out of view and the sound is "piped" through the hollow tubular frame to each ear. The difference in hearing loss between each ear is balanced out by raising the sound level in the weak ear to an amplitude which appears equally as loud as the good ear to the user. The sound level in the good ear is dampened with a felt pad in the framework to retard the sound, while the sound level is being increased in the weak ear. Eventually, a balance is reached which places the sound at an equal amplitude in each ear to the user's hearing sense, even though this person may have a hearing loss of 40% in one ear and 75% in the other ear. This person is now equipped for total hearing, and is using all of his hearing with dimension.

This system is very wearable to satisfy a vanity complex that some people have regarding the wearing of a hearing aid. Over 90% of the hearing aid users wear glasses and generally would prefer to wear this combination in order to use all of their hearing. The sound frame is adjustable to fit any person's head, which was one of the problems in designing "Hearing Glasses." Heads vary in length or diameter and sometimes, are longer on one side than on the other side. All shapes are fitted by the adjustment of the side members.

Hearing with dimension relieves the strain of trying to hear or understand. The effect of scrambling is minimized to the hearing sense. It offers a source of new enjoyment and hearing to the hard of hearing. You naturally hear better with both ears. Nature intended it that way.

Note: It is not intended that this article criticize the present practice of fitting hearing aids. It is only to show improvement to those who have a hearing loss and to introduce new, dimensional hearing which provides total hearing with both ears to hearing aid users.

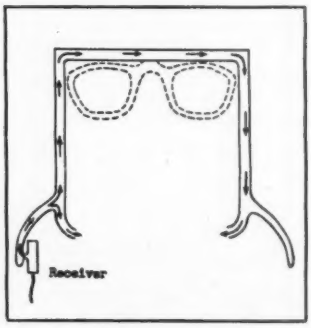
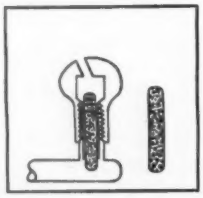


Diagram of sound passage through tubular frame.



Sectional view of ear tip showing use of felt pad.

The new air conduction hearing glasses

Hearing Glasses are sold thru Hearing Aid Dealers.

Patents pending in U.S.A., Canada, and England. **(Adv.)**

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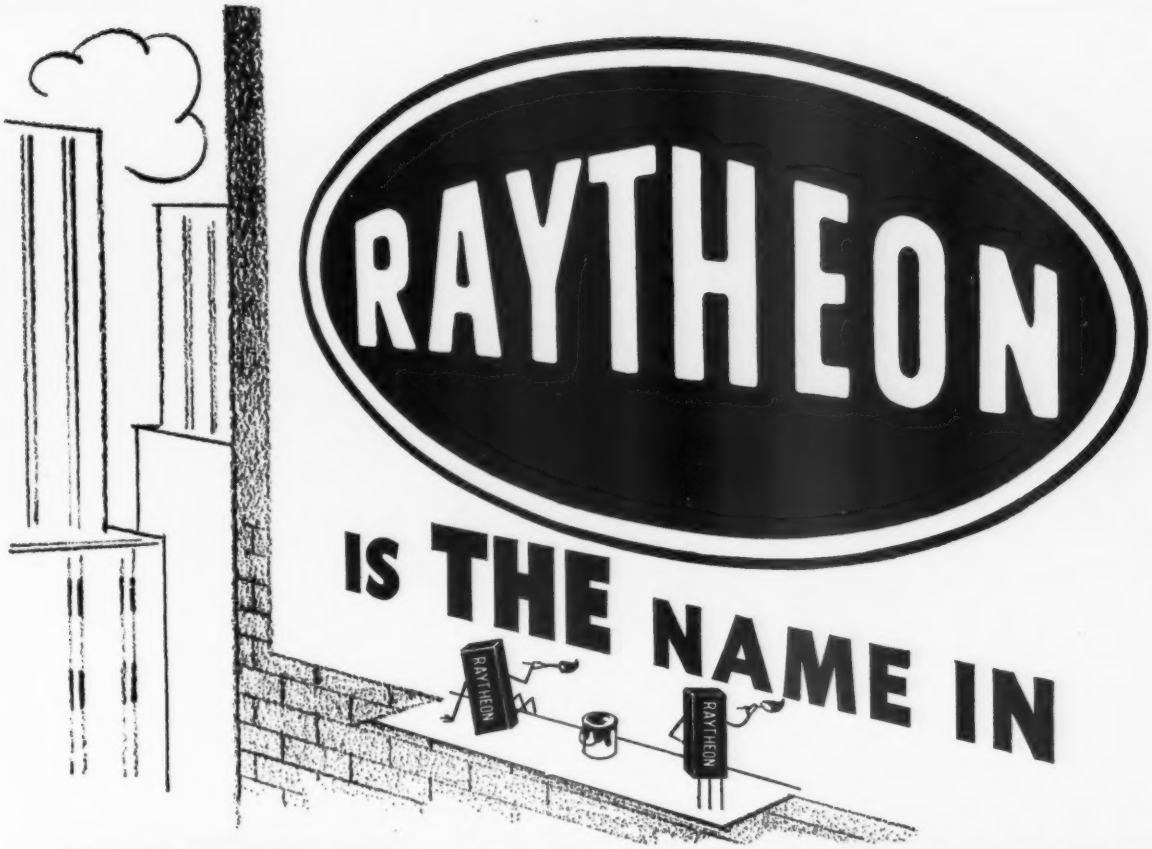

HEARING AID TRANSISTORS

Here are the reasons why Raytheon Transistors are universally used throughout the hearing aid industry.

Raytheon was the foremost supplier of vacuum tubes to the industry for fourteen years.

Raytheon, recognizing the many advantages of transistors for hearing aids, was first to develop them especially for this purpose — has now had them in continuous, quantity production for over a year — way ahead of the field.

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